

Global Media
Franchise Revenue In Excess of Euro 100k
Weekly Change (From Feb 5 to Feb 12)

Deal	Description	Product	Probability	Region	Actual	Pipeline	Comments	
					Feb	Feb	Mar	2nd Qtr
Bailey & Hawkes - divestiture advisory/defence & refinancing / Bronze (D0115359)	Diversiture Advisory	50.00	Europe	0	0	2,000	0	Probability changed/Pipeline adjusted
Bailey & Hawkes - divestiture advisory/defence & refinancing / Bronze (D0115359)	Diversiture Advisory	25.00	Europe	0	(2,000)	0	0	Probability changed/Pipeline adjusted
Digiturk - sell-side advisory (D0251550)	Diversiture Advisory	100.00	Europe	0	0	(100)	0	Probability changed/Pipeline adjusted
Digiturk - sell-side advisory (D0251550)	Diversiture Advisory	25.00	Europe	0	0	(2,000)	0	Probability changed/Pipeline adjusted
Danatche Telecom - Sale options for 15% stake in SES (D011449)	Diversiture Advisory	0.00	Europe	0	0	0	(6,000)	Probability changed/Pipeline adjusted
TH LeefBain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	Senior Bank Debt	100.00	Europe	0	3,724	0	0	Probability changed
TH LeefBain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	Senior Bank Debt	50.00	Europe	0	(3,692)	0	0	Probability changed
Vivendi- Canal Plus French assets M&AECM (ex Technologies) / Camabil (D025286)	Diversiture Advisory	25.00	Europe	0	0	(10,000)	0	Probability changed

**FRANCHISE REVENUE & PIPELINE SUMMARY
AS OF 12-FEB-2003
EUROS IN 000'S
GLOBAL MEDIA(1)**

PRODUCT	Jan Franchise Revenue	YTD(Jan) Franchise Revenue	Prior YTD Franchise Revenue	BNW PRIOR YTD Franchise Revenue	Feb Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Current Year Weighted Pipeline	2003 Full Year Forecast	Future Year Pipeline(2)
							2003 Full Year Plan		
N&A									
Other Advisory	-	-	-	-	-	54,284	7,839	10,235	-
Total Advisory	2,397	2,397	13,968	-	-	54,284	7,839	10,235	-
ABL Origination	-	-	-	-	-	12,428	3,517	33,643	-
HFCM	29,968	29,968	5,384	-	-	32,512	15,517	29,282	-
Leverage Loan Fees	13,775	13,775	-	-	-	-	-	-	-
Project Finance	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-
Total Debt Products	43,741	43,741	5,384	-	-	44,540	19,194	62,935	-
Equity Underwriting	-	-	-	-	-	39,456	7,875	8,463	-
Private Placement-Equity	588	588	3,638	-	-	-	-	8,463	-
Structured Equity Transactions Group	(4)	(4)	(1)	-	-	-	-	(4)	-
Total Equity	584	584	3,637	-	-	39,456	7,875	8,463	-
Capital Benefit / Treasury Allocation	-	-	-	-	-	-	-	-	-
Other Global Markets	222	222	133	-	-	-	-	222	-
GM DCM JV	(70)	(70)	(121)	-	-	-	-	(70)	-
Legacy P/F / Telecom / LA Portfolio - NIM	151	151	12	-	-	-	-	151	-
Principal Investing /PE Exceptions / Other	-	-	-	-	-	-	-	-	-
Total Legacy Portfolios / Cross Selling / Other	48,673	48,673	23,690	-	-	138,660	34,900	61,761	-
Total Corporate Finance Product	48,673	48,673	23,690	-	-	138,660	34,900	61,761	-

Notes:
 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
 2) Balance of Pipeline includes all future years

FRANCHISE - REVENUE BY DEAL
AS OF 12-FEB-2003
EUROS IN 000's
GLOBAL MEDIA

PRODUCT	DEAL	Franchise Revenue Jan	Franchise Revenue YTD(Jan)	Franchise Revenue Feb	Other Coverage Groups
	Acme Communications - general advisory (D006356)	578	576	-	None
	Allbritton Communications - General Advisory (News Ch 8) (D020686)	601	601	-	NA Lev Fin
	Echostar - acqn advisory and financing (GM - HE) (D014601)	1,387	1,387	-	NA FIN SPO, NA Lev Fin
	StoryFirst - valuation of Russian assets (D026069)	(169)	(169)	-	None
Total M&A		2,397	2,397	-	
Total Advisory		2,397	2,397	-	
	Allbritton Communications - HY Offering (1Q03) (D030214)	1,470	1,470	-	NA Lev Fin
	Echostar - acqn advisory and financing (GM - HE) (D014601)	16,379	16,379	-	NA FIN SPO, NA Lev Fin
	RH Donnelley - acq financing for Sprint Yellow Pages (D026434)	7,396	7,396	-	NA Lev Fin
	Sinclair Broadcast Group - HY offering (4Q 02) (D026013)	99	99	-	None
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	4,622	4,622	-	EUR SPON, NA FIN SPO, NA Lev Fin
Total HYCM		29,966	29,966	-	
	Echostar - acqn advisory and financing (GM - HE) (D014601)	8,820	8,820	-	NA FIN SPO, NA Lev Fin
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	4,956	4,956	-	NA Lev Fin
Total Leverage Loan Fees		13,775	13,775	-	
Total Debt Products		43,741	43,741	-	
	Gray Television - bank/equity financing (4Q 02) (D022657)	316	316	-	NA Lev Fin
	SES Global - €700-1bn IPO - Project Gerard 2, Gerard 2 (D013635)	74	74	-	GERMANY
	Vivendi Universal - mandatory convertible bond (D025623)	198	198	-	None
Total Equity Underwriting		588	588	-	
	Village Mifflin (M1575)	(4)	(4)	-	None
Total Private Placement/Equity		(4)	(4)	-	
Total Equity		584	584	-	
	Clear Channel - IG Bond (M6002)	85	85	-	None
	Comcast Corp - IG offering (1Q 03) (D026353)	136	136	-	None
Total GM DCM JV		222	222	-	
	AOL Time Warner - Strategic Lending Contract (M4545)	(16)	(16)	-	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	(54)	(54)	-	None
Total Principal Investing / PE Exceptions / Other		(70)	(70)	-	
Total Legacy Portfolios / Cross Selling / Other		151	151	-	
Total Corporate Finance Product		46,873	46,873	-	

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FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2003-02-12 (Wed)
EUROS IN Quo's
Global Media.

	BANKER	PRODUCT	PROB	2003			FRANCHISE FUTURE PIPELINE	
				JAN FRANCHISE VALUE	YTD JAN FRANCHISE VALUE	FEB FRANCHISE VALUE	JAN FRANCHISE VALUE	YTD JAN FRANCHISE VALUE
DEAL		Equity-PO	0%	-	-	-	2,793	-
Citadel Broadcasting - IPO (D022076)		Bonds-Corporate High Yield	25%	-	-	-	3,258	-
DirectTV USA - bridge financing (4Q '02) (D020076)		Senior Bank Debt	50%	-	-	-	17,501	-
EchoStar - bridge financing (4Q '02) (D020076)		Acquisition Advisory	N/A	1,387	1,387	-	-	-
EchoStar - acqn advisory and financing (GM - HE) (D014601)		Bonds-Corporate High Yield	N/A	16,379	16,379	-	-	-
EchoStar - acqn advisory and financing (GM - HE) (D014601)		Senior Bank Debt	N/A	8,820	8,820	-	-	-
Emiss Communications - general advisory (Project Football) / Football (D026447)		Acquisition Advisory	0%	-	-	-	11,311	-
Sinclair Broadcast Group - HY offering (4Q '02) (D026013)		Bonds-Corporate High Yield	N/A	99	99	-	-	-
Sinclair Broadcasting - bank financing (3Q '02) (D021892)		Senior Bank Debt	0%	-	-	-	2,783	-
Vivendi Universal Entertainment - Reimagine (D025558)		Bridge Loans	75%	-	-	-	1,000	-
RC Partners - acqn of BertelsmannSpringer (Chess) ** (D024783)		Acquisition Advisory	0%	-	-	-	5,000	-
TH Lee/Barl/Blackstone - EXCLUSIVITY for Houghton Mifflin Versailles (D025086)		Acquisition Advisory	100%	-	-	-	1,117	-
TH Lee/Barl/Blackstone - EXCLUSIVITY for Houghton Mifflin Versailles (D025086)		Bonds-Corporate High Yield	N/A	4,622	4,622	-	3,724	-
Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012837)		Senior Bank Debt	100%	-	-	-	4,000	-
Carlyle/Welsh - acq frng for Qwest Dex West(Phase I) / Phase 2 (D025682)		Acquisition Advisory	25%	-	-	-	6,899	-
Citadel Broadcasting - IPO (D023086)		Bonds-Corporate High Yield	N/A	-	-	-	5,566	-
Emiss Communications - general advisory (Project Football) / Football (D026447)		Senior Bank Debt	25%	-	-	-	2,703	-
RH Donnelly - acq financing for Sprint Yellow Pages (D025434)		Equity-IPC	0%	-	-	-	11,311	-
Sinclair Broadcasting - bank financing (3Q '02) (D021892)		Acquisition Advisory	N/A	7,396	7,396	-	-	-
Allbritton Communications - General Advisory (News Ch 8) (D020686)		Bonds-Corporate High Yield	N/A	4,956	4,956	-	2,793	-
Allbritton Communications - HY Offering (1Q '03) (D030214)		Senior Bank Debt	0%	-	-	-	-	-
Gray Television - bank/equity financing (4Q '02) (D022457)		Senior Bank Debt	N/A	-	-	-	-	-
Salem Communications - secondary offering (3Q '02) (D024428)		Senior Bank Debt	0%	-	-	-	-	-
Axel Springer/Kirch - Secondary Offering - Project Anabelle / Annabel (D022480)		Fairness Opinion	N/A	601	601	-	-	-
BC Partners - acqn of BertelsmannSpringer (Chess) / Chess ** (D024783)		Bonds-Corporate High Yield	N/A	1,470	1,470	-	2,281	-
BSkyB - GBP 200 million convertible bond (D020296)		Bonds-Corporate High Yield	50%	-	-	-	1,164	-
Boosey & Hawkes - divestiture advisory/defence & refinancing Bronze (D015359)		Equity-Secondary	0%	-	-	-	-	-
Deutsche Telekom - Sale of plots for 16% stake in SES (D01149)		Equity-Secondary	0%	-	-	-	-	-
Digiturk - sell-side advisory (D025150)		Equity-Secondary	0%	-	-	-	15,000	-
J.C.Dcaux - acquisition advisory - Interactive Data Corp (D022235)		Acquisition Advisory	0%	-	-	-	5,000	-
Pearson plc - strategic advisory re Interactive Data Corp (D025865)		Equity-Convertible Bonds	75%	-	-	-	2,500	-
ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)		Divestiture Advisory	50%	-	-	-	2,000	-
SES Global - \$700.1bn IPO - Project Garanz2 / Gerard2 (D013552)		Divestiture Advisory	0%	-	-	-	8,000	-
TH Lee/Barl/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)		Divestiture Advisory	100%	-	-	-	100	-
TH Lee/Barl/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)		Divestiture Advisory	25%	-	-	-	3,000	-
Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)		Divestiture Advisory	0%	-	-	-	4,500	-
Pearson plc - strategic advisory re Interactive Data Corp (D025865)		Acquisition Advisory	0%	-	-	-	4,655	-
Digiturk - sell-side advisory (D025150)		Divestiture Advisory	100%	-	-	-	3,724	-
Finnwest - (Focus) / Focus (ex-SaintGobain) (D016069)		Divestiture Advisory	25%	-	-	-	4,000	-
ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)		Fairness Opinion	75%	-	-	-	-	-
SonyFirst - valuation of Russian assets (D025080)		Defense Advisory	25%	-	-	-	5,000	-
Texas Pacific Group - IPO (Hunter) / Hunter ** (D022792)		Valuation	0%	-	-	-	10,000	-
Paul, Gregory R.		Equity-IPC	0%	-	-	-	-	-
MacInnes, Bruce		Acquisition Advisory	0%	-	-	-	4,655	-
Lovell, Nicholas		Divestiture Advisory	100%	-	-	-	100	-
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		Fairness Opinion	75%	-	-	-	250	-
		Defense Advisory	25%	-	-	-	5,000	-
		Valuation	0%	-	-	-	10,000	-
		Equity-IPC	0%	-	-	-	-	-
		Acquisition Advisory	75%	-	-	-	349	-
		Divestiture Advisory	25%	-	-	-	578	-
		Senior Bank Debt	25%	-	-	-	233	-

		FRANCHISE - REVENUE & PIPELINE BY YTD & DIR	
		2003-02-12 (West)	
		EUROS IN 000's	
		Global Media	

BANKER	DEAL	PRODUCT	PROB	JAN		YTD JAN		FEB		2003		FRANCHISE FUTURE PIPELINE
				FRANCHISE VALUE	%	FRANCHISE VALUE	%	FRANCHISE VALUE	%	FRANCHISE PIPELINE	2,793	
Thun-Hohenstein, Christian	Young Broadcasting - general advisory (Kronn Station) (D024304)	Diversiture Advisory	0%	-	-	-	-	-	-	6,000	-	
	Deutsche Telekom - Sale options for 16% stake in SES (D011448)	Diversiture Advisory	0%	-	-	-	-	-	-	250	-	
	Flintinvest - (Focus) Focus ex-Silvertast (D016069)	Fairness Opinion	75%	-	-	-	-	-	-	4,000	-	
	Taylor & Francis - pot eqcn of Blackwell STM/Publishing subs (D012872)	Acquisition Advisory	25%	-	-	-	-	-	-	-	-	
	Vivendi Universal - mandatory convertible bond (D028623)	Equity-Secondary	N/A	198	198	-	-	-	-	-	-	
	Vivendi Universal Entertainment - Refinancing (D026558)	Bridge Loans	75%	-	-	-	-	-	-	1,000	-	
Triffo, Dylan	BusinessWire - general advisory (D005685)	Diversiture Advisory	25%	-	-	-	-	-	-	4,189	-	
	Comcast - acq financing for AT&T Broadband (participant bank) (C020813)	Senior Bank Debt	50%	-	-	-	-	-	-	1,676	-	
	Comcast - acq financing for AT&T Broadband (participant bank) (C020813)	Senior Bank Debt	50%	-	-	-	-	-	-	1,676	-	
	Comcast Corp - (S offering (1Q '03) (D026563)	Bonds-Corp, Investment Grade	N/A	136	136	-	-	-	-	-	-	

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FRANCHISE PIPELINE BY DEAL
AS OF 12 FEB 2003
EUROS IN '000'S
GLOBAL MEDIA

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PRODUCT	DEAL	Franchise Value						Franchise Revenue Total	Probability Weighted Pipeline
		PROBABILITY	Feb	Mar	Apr	May	Balance Of Year 2003		
Acme Communications - general advisory (D006356)		75	-	349	-	-	5,000	-	349
BC Partners - acq of BertelsmannSpringer (Chess) / Chess ** (D024783)		0	-	2,000	-	-	-	5,000	-
Boosey & Hawkes - divestiture advisory/defence & refinancing (Bronze) (D0115359)		50	-	-	-	-	-	2,000	1,000
BusinessWire - general advisory (D005685)		25	-	-	-	-	-	4,188	1,047
Deutsche Telekom - Sale options for 16% stake in SES (D011449)		0	-	-	-	-	-	6,000	-
Digiturk - sell-side advisory (D025150)		25	-	-	-	-	-	3,000	-
Digiturk - sell-side advisory (D025150)		100	-	-	-	-	-	100	100
Emmis Communications - general advisory (Project Football) / Football (D026447)		0	-	-	-	-	-	11,311	-
Finninvest - (Focus) / Focus (ex-Slimfast) (D016069)		75	250	-	-	-	-	250	186
JCDecaux - acquisition advisory - Project Daedalus / Daedalik. (D022235)		25	-	-	-	-	-	4,500	1,125
Pearson plc - strategic advisory re Interactive Data Corp (D025865)		0	-	-	-	-	-	4,655	-
ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)		25	-	-	-	-	-	5,000	1,250
Taylor & Francis - poi acqn of Blackwell STM publishing subs (D012872)		25	-	-	-	-	-	4,000	1,000
TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)		100	1,117	-	-	-	-	1,117	1,117
Young Broadcasting - general advisor/ (Kron Station) (D025304)		0	-	-	-	-	-	2,793	-
Total M&A		1,367	2,000	349	4,500	48,047	-	54,264	7,339
Total Advisory		1,367	2,000	349	4,500	48,047	-	54,264	7,339
Allbritton Communications - acq financing for Fisher Commun (D027037)		50	2,281	-	-	-	-	2,281	1,140
Carlyle/Welsh - acq frng for Qwest Dex West(Phase 1) / Phase 2 (D025862)		25	-	-	-	-	-	6,889	1,732
DirectTV USA - bridge financing (4Q 02) (D026076)		25	-	-	-	-	-	3,258	875
Total HYCM		2,281	-	3,258	3,258	6,889	-	12,428	3,677
Carlyle/Welsh - acq frng for Qwest Dex West(Phase 1) / Phase 2 (D025862)		25	-	-	-	-	-	5,586	-
Comcast - acq frng for AT&T Broadband (participant bank) (D020813)		50	-	1,676	-	-	-	1,676	1,396
DirectTV USA - bridge financing (4Q 02) (D020076)		50	-	17,501	-	-	-	17,501	838
Lin TV - bank financing (1Q 03) (D036156)		25	233	-	-	-	-	233	875
Sinclair Broadcasting - bank financing (3Q 02) (D021892)		0	-	2,793	-	-	-	2,793	56
TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)		100	3,724	-	-	-	-	3,724	3,724
Vivendi Universal Entertainment - Refinancing (D025568)		75	-	1,000	-	-	-	1,000	750
Total Leverage Loan Fees		3,956	22,910	-	-	5,586	-	32,512	15,517
Total Debt Products		6,237	22,910	3,268	-	12,474	-	44,946	19,194
Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022460)		0	-	-	-	-	-	15,000	-
BSkyB - GBP 200 million convertible bond (D020286)		75	-	-	-	-	-	2,500	1,875
Citadel Broadcasting - IPO (D023066)		0	-	2,793	-	-	-	-	2,793
Salem Communications - secondary offering (3Q 02) (D024428)		0	-	-	-	-	-	1,164	-
SES Global - €700+bn IPO - Project Gerard 2 (D013535)		75	-	-	-	-	-	8,000	6,000
Texas Pacific Group - IPO (Hunter) / Hunter - (D022792)		0	-	-	-	-	-	10,000	-
Total Equity Underwriting		-	-	2,793	-	36,684	-	39,456	7,875
Total Equity		-	-	2,793	-	36,664	-	39,436	7,875
Total Corporate Finance Product		7,604	27,763	3,697	4,500	95,185	-	138,660	34,908

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FRANCHISE - REVENUE & PIPELINE SUMMARY
AS OF 12 FEB 2003
EUROS IN 000'S
NAM MEDIA (1)

PRODUCT	Jan Franchise Revenue				Feb Franchise Revenue				Balance Of Current Year Thru 2/21 Pipeline				B/I(W) 2002 Full Year Actual				% Change 2003 Full Year Forecast over 2002 Full Year Actual			
	YTD(Jan) Franchise Revenue	Prior YTD Franchise Revenue	BW/PTRC YTD Franchise Revenues	% Change Year over Year	Jan Franchise Revenue	Feb Franchise Revenue	B/I(W) 2003 Full Year Forecast	2003 Full Year	B/I(W) 2002 Full Year Actual	B/I(W) 2003 Full Year Forecast	B/I(W) 2002 Full Year Actual	B/I(W) 2003 Full Year Forecast	B/I(W) 2002 Full Year Actual	B/I(W) 2003 Full Year Forecast	B/I(W) 2002 Full Year Actual	B/I(W) 2003 Full Year Forecast	B/I(W) 2002 Full Year Actual			
M&A	2,585	2,585	13,583	(11,027)	-	-	18,642	1,308	3,875	23,370	(19,466)	-	-	-	-	-	-83%			
Other Advisory	2,665	2,585	13,593	(11,027)	-	-	18,642	1,309	3,875	23,370	(19,466)	-	-	-	-	-	-83%			
ABL Origination	25,344	25,344	5,394	19,980	371%	-	12,428	3,677	28,021	18,730	10,281	55%	-	-	-	-	-			
HYCM	13,775	13,775	-	13,775	-	-	28,788	11,793	25,568	13,832	11,736	85%	-	-	-	-	-			
Leverage Loan Fees	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
Project Finance	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
Real Estate Investment Banking	39,119	39,119	5,384	33,735	627%	-	41,216	16,470	54,889	32,562	22,027	88%	-	-	-	-	-			
Total Debt Products	316	316	(1)	316	-	-	3,856	-	316	30,454	(30,138)	-89%	-	-	-	-	-100%			
(4)	(4)	(4)	(1)	(3)	50.6%	-	(4)	-	(4)	908	(912)	-	-	-	-	-	-			
Equity Underwriting	-	-	-	-	-	-	3,586	-	312	31,362	(31,036)	-93%	-	-	-	-	-			
Private Placements-Equity	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
Structured Equity Transactions Group	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
Total Equity	312	312	(1)	312	-46.97%	-	-	-	-	-	-	-	-	-	-	-	-			
Capital Benefit / Treasury Allocation	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
Other Global Markets	222	222	133	89	67%	-	-	-	-	222	2,866	(2,634)	-92%	-	-	-	-			
GW DCM JV	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
Legacy PF Telecom / LA Portfolio - NIM	(70)	(70)	(121)	61	-42%	-	-	-	(70)	(1,199)	1,129	-94%	-	-	-	-	-			
Principal Investing / PE Exequations / Other	131	131	12	140	119%	-	-	-	161	1,657	(1,566)	-91%	-	-	-	-	-			
Total Legacy Portfolios / Cross Selling / Other	42,148	42,148	18,887	23,660	122%	-	53,814	16,779	53,927	88,932	(30,025)	-34%	-	-	-	-	-			

Notes:

- 1) Deals are included within this group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
2) 2003 Plan not yet available

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**FRANCHISE - REVENUE BY DEAL
AS OF: 12-FEB-2003
EUROS IN 000'S
NAMEDIA**

PRODUCT	DEAL	Franchise Revenue YTD(Jan)		Franchise Revenue Feb	Other Coverage Groups
		Franchise Revenue Jan	Franchise Revenue YTD(Jan)		
	Acme Communications - general advisory (D006356)	578	578	-	None
	Allbritton Communications - General Advisory (News Ch 8) (D020686)	601	601	-	NA Lev Fin
	Echostar - accn. advisory and financing (GM - HE) (D014601)	1,387	1,387	-	NA FIN SPO, NA Lev Fin
Total M&A		2,565	2,565	-	
Total Advisory		2,565	2,565	-	
	Allbritton Communications - HY Offering (1Q03) (D030214)	1,470	1,470	-	NA Lev Fin
	Echostar - accn advisory and financing (GM - HE) (D014601)	16,379	16,379	-	NA FIN SPO, NA Lev Fin
	RH Donnelley - accq financing for Sprint Yellow Pages (D025434)	7,396	7,396	-	NA Lev Fin
	Sinclair Broadcast Group - HY offering (4Q 02) (D026013)	99	99	-	None
Total HYCM		25,344	25,344	-	
	Echostar - accn advisory and financing (GM - HE) (D014601)	8,820	8,820	-	NA FIN SPO, NA Lev Fin
	RH Donnelley - accq financing for Sprint Yellow Pages (D025434)	4,956	4,956	-	NA Lev Fin
Total Leverage Loan Fees		13,775	13,775	-	
Total Debt Products		39,119	39,119	-	
	Gray Television - bank/equity financing (4Q 02) (D022857)	316	316	-	NA Lev Fin
Total Equity Underwriting		316	316	-	
	Village Mtn (M1575)	(4)	(4)	-	None
Total Private Placement-Equity		(4)	(4)	-	
Total Equity		312	312	-	
	Clear Channel - IG Bond (M5602)	85	85	-	None
	Comcast Corp - IG offering (1Q 03) (D026353)	136	136	-	None
Total GM DCM JV		222	222	-	
	AOL Time Warner - Strategic Lending Contract (M4545)	(16)	(16)	-	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	(54)	(54)	-	None
Total Principal Investing / PE Exceptions / Other		(70)	(70)	-	
	Total Legacy Portfolios / Cross Selling / Other	151	151	-	
Total Corporate Finance Product		42,148	42,148	-	

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FRANCHISE PIPELINE BY DEAL
AS OF 12 FEB 2003
EUROS IN 000's
NA/Media

PRODUCT	DEAL	PROBABILITY	Franchise Value					Franchise Revenue Total	Probability Weighted Pipeline	
			Feb	Mar	Apr	May	Balance Of Year 2003			
Acme Communications - general advisory (D006356)		75	-	-	349	-	4,189	-	349	262
BusinessWire - general advisory (D005865)		25	-	-	-	-	11,311	-	4,189	1,047
Emmis Communications - general advisory (Project Football) / Football (D026447)		0	-	-	-	-	2,793	-	11,311	-
Young Broadcasting - general advisory (Kron Station) (D025364)		0	-	-	-	-	18,283	-	2,793	-
Total M&A					349		18,283		18,283	1,309
Total Advisory					349		18,283		18,642	1,309
Allbriton Communications - acq financing for Fisher Commun (D027037)		50	2,281	-	-	-	-	-	2,281	1,140
Cantyle/West - acq frng for Qwest Dex West(Phase II) / Phase 2 (D025862)		25	-	-	-	-	6,889	-	6,889	1,722
DirectTV USA - bridge financing (HQ 02) (D020076)		25	2,281	-	3,258	-	6,889	-	3,258	815
Total HYCM					3,258		6,889		12,428	3,677
Comcast - acq frng for AT&T Broadband (participant bank) (D020813)		25	-	-	-	-	5,586	-	5,586	1,396
Comcast - acq frng for A&T Broadband (participant bank) (D020813)		50	-	-	1,676	-	-	-	1,676	838
DirectTV USA - bridge financing (4Q 02) (D020076)		50	-	-	17,501	-	-	-	17,501	6,751
Lin TV - bank financing (1Q 03) (D030158)		25	233	-	-	-	-	-	233	58
Sinclair Broadcasting - bank financing (3Q 02) (D021882)		0	-	-	2,793	-	-	-	2,793	-
Vivendi Universal Entertainment - Refinancing (D025559)		75	-	-	1,000	-	-	-	1,000	750
Total Leverage Loan Fees					233	22,970	5,586		28,758	11,793
Total Debt Products					2,613	22,970	3,258	12,474	41,216	15,470
Citadel Broadcasting - IPO (D002066)		0	-	-	2,793	-	-	-	2,793	-
Sellent Communications - secondary offering (3Q 02) (D024428)		0	-	-	-	-	1,164	-	1,164	-
Total Equity Underwriting					2,793		1,164		1,164	3,956
Total Equity					2,793		1,164		1,164	3,956
Total Corporate Finance Product					2,613	25,763	3,607	31,931	63,814	16,779

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FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2003-02-12 (Wed)
EUROS IN 000'S
NA Media

BANKER	DEAL	PRODUCT	2003			2004		
			JAN FRANCHISE VALUE	FEB FRANCHISE VALUE	YTD JAN FRANCHISE VALUE	JAN FRANCHISE VALUE	FEB FRANCHISE VALUE	YTD JAN FRANCHISE VALUE
Aming, Jeffrey	Chael Broadcasting - IPO (D023086)	Equity-IPO	0%	-	-	-	-	-
	DirectTV USA - bridge financing (4Q 02) (D020076)	Bonds-Corporate High Yield	25%	-	-	-	-	-
	Echostar - acq advisory and financing (GM - HE) (D014601)	Senior Bank Debt	N/A	-	-	-	-	-
	Echostar - acq advisory and financing (GM - HE) (D014601)	Acquisition Advisory	N/A	1,387	1,387	-	-	17,501
	Echostar - acq advisory and financing (GM - HE) (D014601)	Bonds-Corporate High Yield	N/A	16,379	16,379	-	-	-
	Emiss Communications - general advisory (Project Football) / Football (D026447)	Senior Bank Debt	N/A	8,820	8,820	-	-	-
	Emiss Communications - general advisory (Project Football) / Football (D026447)	Acquisition Advisory	0%	-	-	-	-	11,311
	Sinclair Broadcasting - HY offering (4Q 02) (D025013)	Bonds-Corporate High Yield	N/A	-	-	-	-	-
	Vivendi Universal Entertainment - Refinancing (D025658)	Senior Bank Debt	0%	-	-	-	-	-
Carey, Charles	Carthay/Walsh - acq frng for Midwest Dex West(Phase I) / Phase 2 (D025862)	Bonds-Corporate High Yield	25%	-	-	-	-	-
	Chael Broadcasting - IPO (D023066)	Senior Bank Debt	25%	-	-	-	-	-
	Emiss Communications - general advisory (Project Football) / Football (D026447)	Equity-IPO	0%	-	-	-	-	-
	RH Donnelly - acq financing for Sprint Yellow Pages (D025434)	Acquisition Advisory	0%	-	-	-	-	-
	RH Donnelly - acq financing for Sprint Yellow Pages (D025434)	Bonds-Corporate High Yield	N/A	7,386	7,386	-	-	-
	Sinclair Broadcasting - bank financing (3Q 02) (D021852)	Senior Bank Debt	N/A	4,956	4,956	-	-	-
	Sinclair Broadcasting - bank financing (3Q 02) (D021852)	Senior Bank Debt	0%	-	-	-	-	-
Graves, Daniel B.	Allbritton Communications - General Advisory (News Ch 8) (D020888)	Fairness Opinion	N/A	601	601	-	-	-
	Allbritton Communications - HY Offering (1Q 03) (D030214)	Bonds-Corporate High Yield	N/A	1,470	1,470	-	-	-
	Gray Television - acq financing for Fisher Committee (D027037)	Bonds-Corporate High Yield	50%	-	-	-	-	-
	Salem Communications - secondary offering (3Q 02) (D024428)	Equity-Secondary	N/A	316	316	-	-	-
	Salem Communications - secondary offering (3Q 02) (D024428)	Equity-Secondary	0%	-	-	-	-	-
Paul, Gregory R.	Active Communications - general advisory (D008356)	Diversitutu Advisory	75%	-	-	-	-	-
	Active Communications - general advisory (D008356)	Senior Bank Debt	N/A	578	578	-	-	-
	Lit TV - bank financing (1Q 03) (D030158)	Diversitutu Advisory	25%	-	-	-	-	-
	Young Broadcasting - general advisory (Kron Station) (D025304)	Senior Bank Debt	0%	-	-	-	-	-
Tirro, Dyan	BusinessWire - general advisory (D005685)	Diversitutu Advisory	25%	-	-	-	-	-
	Comcast - acq frng for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	-	-
Yung, Sun J.	Comcast - acq frng for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	N/A	136	136	-	-	-
	Comcast Corp - G offering (1Q 03) (D025353)	Bonds-Corp Investment Grade	-	-	-	-	-	-

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PRODUCT	
M&A	
Other Advisory	
Total Advisory	
ABL Origination	
HYCM	
Leverage Loan Fees	
Project Finance	
Leveraged Portfolio Revenue	
Real Estate Investment Banking	
Total Debt Products	
Equity Underwriting	
Private Placement/Equity	
Structured Equity Transactions Group	
Total Equity	
Capital Benefit / Treasury Allocation	
Other Global Markets	
GM DCM JV	
Legacy P/L / Telecom / LA Portfolio - NIM	
Principal Investing / PE Exceptions / Other	
Total Legacy Portfolio / Cross Selling / Other	
Total Corporate Finance Product	
4,726	4,726

PRODUCT	
Jan Franchise Revenue	Feb Prior YTD Franchise Revenue
YTD(Jan) Franchise Revenue	Prior YTD Franchise Revenue
BW PRIOR YTD Franchise Revenue	Feb Franchise Revenue
Balance Of Current Year Thru 12/31 Pipeline	Balance Of Current Year Thru 12/31 Pipeline
Probabilty Weighted(1)	Probabilty Weighted(2)
Future Year Pipeline	Future Year Pipeline
2003 Full Year Plan	BMW 2003 Full Year Plan
2003 Full Year Forecast	Year Forecast
35,622	6,530
36,622	6,530
-	-
-	4,474
4,622	4,474
4,622	4,474
4,622	4,474
272	3,638
272	3,638
-	35,500
272	3,638
-	36,800
4,726	4,013
75,846	18,378
	23,604

Notes:
 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
 2) Balance of Pipelines includes all future years

FRANCHISE - REVENUE BY DEAL
AS OF 12-FEB-2003
EUROS IN 000's
EUROPE MEDIA

PRODUCT	DEAL	Franchise Revenue Jan			Other Coverage Groups
		Franchise Revenue YTD(Jan)	Franchise Revenue Feb	Franchise Revenue Feb	
Total M&A	StoryFirst - valuation of Russian assets (D025060)	(169)	(169)	-	None
Total Advisory		(169)	(169)	-	
Total HYCM	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	4,622	4,622	-	EUR SPON, NA FIN SPO, NA Lev Fin
Total Debt Products		4,622	4,622	-	
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	74	74	-	GERMANY
	Vivendi Universal - mandatory convertible bond (D026623)	198	198	-	None
Total Equity Underwriting		272	272	-	
Total Equity		272	272	-	
Total Corporate Finance Product		4,726	4,726	-	

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FRANCHISE PIPELINE BY DEAL
AS OF 12 FEB 2003
EUROS IN 1000'S
EUROPE MEDIA

PRODUCT	DEAL	PROBABILITY	Franchise Value						Franchise Revenue Total	Probability Weighted Pipeline
			Feb	Mar	Apr	May	Balance Of Year 2003	Future Years		
	BC Partners - acqn of BerleismannSpringer (Chess) / Chess ** (D024783)	0	-	2,000	-	-	5,000	-	5,000	1,000
	Boosey & Hawkes - divestiture advisory/finance & refinancing / Bronze (D015359)	50	-	-	-	-	-	-	2,000	-
	Deutsche Telekom - Sale options for 18% stake in SES (D011449)	0	-	-	-	-	6,000	-	6,000	-
	Digiturk - sell-side advisory (D025150)	25	-	-	-	-	3,000	-	3,000	750
	Digiturk - sell-side advisory (D025150)	100	-	-	-	-	100	-	100	100
	Fininvest - (Focus) / Focus (ex-Slimfast) (D016069)	75	250	-	-	-	4,500	-	250	188
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022245)	25	-	-	-	-	-	-	4,500	1,125
	Pearson plc - strategic advisory re Interactive Data Corp (D025865)	0	-	-	-	-	-	-	4,855	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023812)	25	-	-	-	-	5,000	-	5,000	1,250
	Taylor & Francis - pot. acqn or Blackwell STM publishing subs (D012872)	25	-	-	-	-	4,000	-	4,000	1,000
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Haughton Mifflin / Versailles (D025065)	100	1,117	2,000	-	-	-	-	1,117	1,117
Total M&A		1,387	2,000	-	-	4,500	27,755	-	35,922	6,850
Total Advisory		1,387	2,000	-	4,500	27,755	-	35,922	6,850	
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Haughton Mifflin / Versailles (D025066)	100	3,724	-	-	-	-	-	3,724	3,724
	Vivendi Universal Entertainment - Refinancing (D025558)	75	-	1,000	-	-	-	-	1,000	750
Total Leverage Loan Fees		3,724	1,000	-	-	-	-	-	4,724	4,414
Total Debt Products		3,724	1,000	-	-	-	-	-	4,724	4,414
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	0	-	-	-	-	15,000	-	15,000	-
	BSkyB - GBP 200 million convertible bond (D020298)	75	-	-	-	-	2,500	-	2,500	1,875
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	75	-	-	-	-	8,000	-	8,000	6,000
	Texas Pacific Group - IPO (Hunter) / Hunter ** (D022792)	0	-	-	-	-	10,000	-	10,000	-
Total Equity Underwriting		0	-	-	-	-	35,500	-	35,500	7,875
Total Equity		0	-	-	-	-	35,500	-	35,500	7,875
Total Corporate Finance Product		5,091	3,000	-	4,500	63,255	-	75,845	18,878	

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